

**Terms and Conditions of Sale**

Cash. All contracts and agreements are contingent upon strikes, accidents, delays of carriers, or other delays unavoidable and beyond my control.

Railroad shipments made in car loads only, R. R. tariffs to govern.

Quotations subject to change without notice, and are made for shipments only during the open season, April to December. Winter shipments are subject to extra charge and prior sale of stock on hand.

**Wholesale**  
**CRUSHED STONE**  
**SAND**  
**CRUSHED SLAG**  
**BRICK**  
**SEWER PIPE**  
**GRAVEL**

**F. R. UPTON**  
808 Union Building, No. 9 Clinton Street

**Telephone**  
Market, 4710

NEWARK, N. J., November 3, 1919.

11/5/19

Charles L. Clarke, Esq.,  
Schenectady, N.Y.

Dear Pomp:

Thank you very much for sending me the clipping from the Schenectady Gazette concerning the address which you made on Edison Day before the General Electric Works.

I have read this with the greatest of interest and wish to congratulate you.

There is one point, however, that you overlooked and that is the financial struggle which the electric lamp industry went thru in its early days at Harrison, N.J. when I was General Manager of that plant. The manufacture and marketing of an entirely new commercial product is no easy thing and when I look back and think how near to financial disaster the manufacture of the Edison electric lamp was in its first few years I feel that some acknowledgement should be made of its successful manufacture in the early days.

With kindest personal regards,

Sincerely yours,

*F.R. Upton*